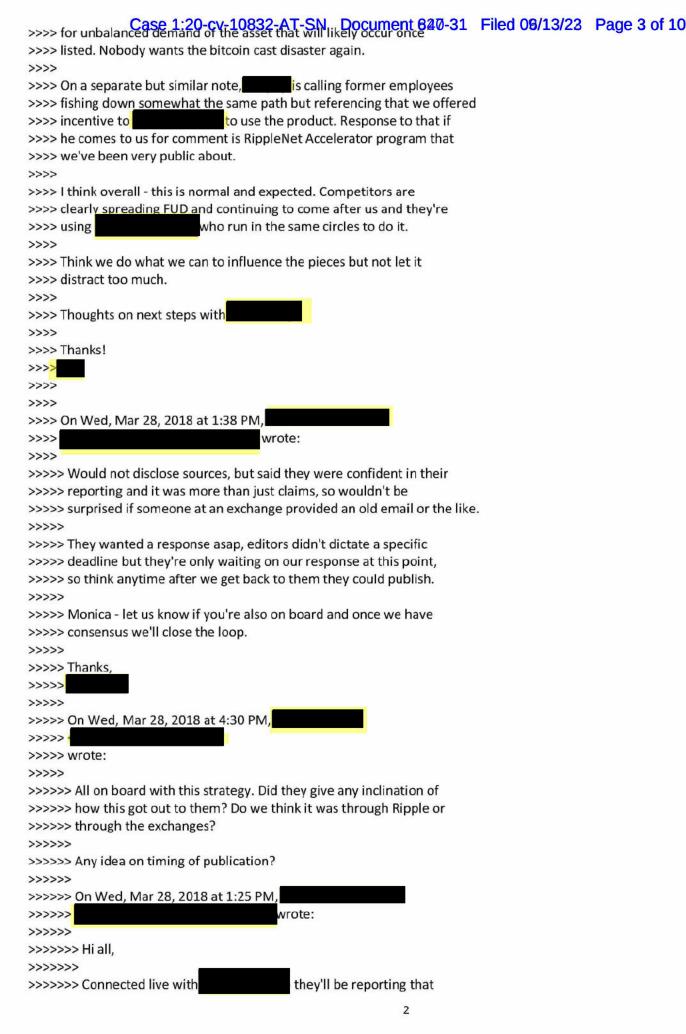
PX 433

From: Wednesday, March 28, 2018 4:37 PM Sent: To: Monica Long Cc: Brad Garlinghouse Subject: Re: interview for a story? Great, thanks Monica. We'll send this along and keep you all posted on any further response from Bloomberg. On Wed, Mar 28, 2018 at 7:19 PM, Monica Long Pripple.com> wrote: > All sounds good by me. Thank you for managing this. > On Wed, Mar 28, 2018 at 5:41 PM wrote: >> Update and change of plan. Brad spoke with They have not been >> contacted by as far as he knows and would tell them that >> the info of offering payment is not true. >> >> The plan is to be more aggressive (per Brad) and go on record with stating simply the following:* "The information you have is >> inaccurate." *- Ripple Spokesperson >> >> Let us know if questions. is going to shoot an email to Lily in >> the next couple of hours so please let us know if flags/concerns. >> >> Thanks, >> On Wed, Mar 28, 2018 at 2:19 PM, >> >>> Also - Brad reached out to talk with him and let him know >>> we are doing what we can to mitigate this story. For relationship sake. >>> >>> On Wed, Mar 28, 2018 at 2:16 PM, >>> >>>> Jumping in and tying all convos together. Brad and I just spoke >>>> again and then I spoke with The information that >>>> is not accurate. If we feel super confident that is the case at >>>> least with Gemini, I propose we do the following as next steps to >>>> ensure we've done what we can to balance this piece: >>>> >>> -Still no comment from us on the record (have never commented on >>> specific discussions with exchanges and still will not) -On >>> background - tells Lily that the info she has on Gemini is >>>> inaccurate and if she publishes it, it is incorrect. Won't provide >>>> further detail on that. >>> -Also on background - VERY hypothetically - a "loan" to an exchange

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>>> is very different than offering payment. A loan is to mitigate risk



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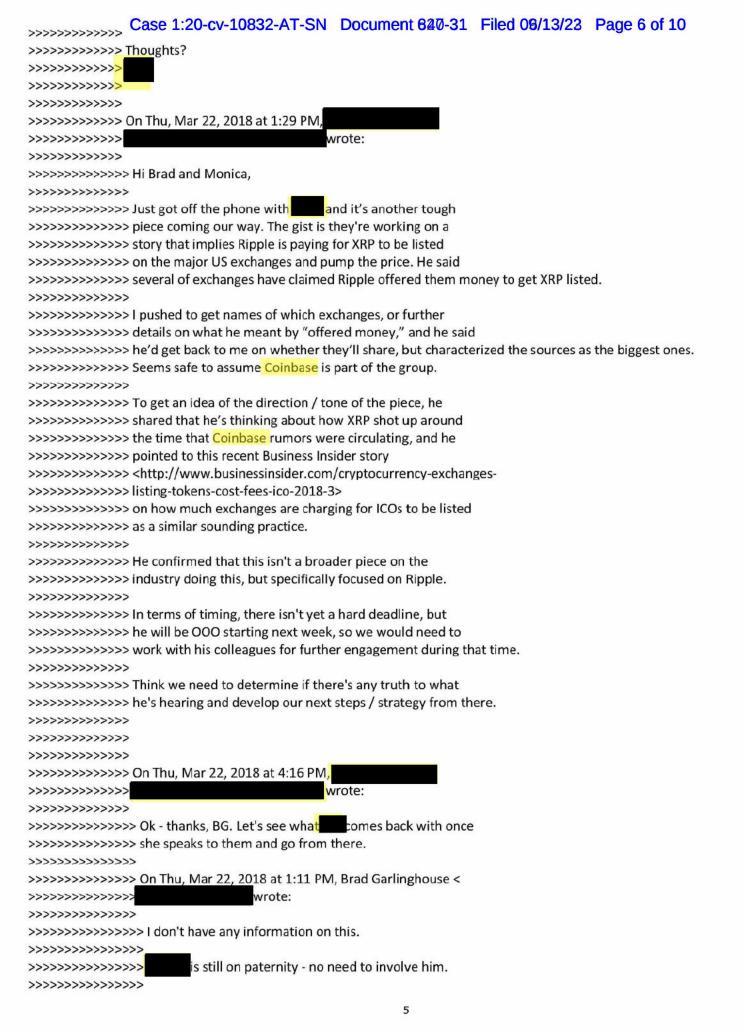


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>>>>> Thanks! Case 1:20-cv-10832-AT-SN Document 620-31 Filed 09/13/22 Page 5 of 10
>>>>>>>>
>>>>>>>
>>>>> On Thu, Mar 22, 2018 at 2:36 PM, Brad Garlinghouse <
>>>>>>
                        > wrote:
>>>>>>
>>>>>> also - I think that we can turn the tables here.
>>>>>>>>
>>>>>> There are exchanges that have made demands to list XRP (as
>>>>>> they are with ICO's now) - but no payments have happened.
>>>>>> Thus the story isn't about what Ripple has done - but rather what exchanges are demanding.
>>>>>>>>
>>>>>>>>>
>>>>>> On Thu, Mar 22, 2018 at 2:20 PM
                                      wrote:
>>>>>>>>
>>>>>>>>
>>>>>>> I like that! Thanks
>>>>>>>>
>>>>> On Thu, Mar 22, 2018 at 2:13 PM
>>>>>>>
                                        wrote:
>>>>>> Agreed. I think we can follow-up with
>>>>>> can give us who they've been talking to, we might be able
>>>>>> to get him Brad on background before he leaves tomorrow (as a carrot to get him to share).
>>>>>> Then we would hopefully have a bit more insight into what
>>>>>> we're supposed to be responding to before getting on the line.
>>>>>>>>
>>>>>>>>>>
>>>>>> On Thu, Mar 22, 2018 at 5:02 PM,
>>>>>>>
                                        wrote:
>>>>>>>>>
>>>>>> Thanks, Just spoke with Brad. No truth to this. Maybe
>>>>>>> this was a conversation 2 years ago but it's not true (no
>>>>>> payments have happened). We wouldn't specifically address the below on record.
>>>>>>>>>>
>>>>>>> So, I think we have three options:
>>>>>>>>>>>
>>>>>>> 1. Put Brad on the phone on background (given
>>>>>> out and isn't up to speed enough) to try and
>>>>>> influence the piece. On background, we could obviously
>>>>>> make the case that Coinbase is losing customers by not
>>>>>> listing XRP. Why would we ever need to pay them to list it?
>>>>>>>>
>>>>>>> 2. No executive and just send an on the record statement.
>>>>>>>>>>>
>>>>>>> 3. Do both. Put Brad on background (if
>>>>> on
>>>>>> background) and send an on the record statement.
>>>>>>>>>>
>>>>>> My gut is - I think we do option 3. Try to influence the
>>>>>> piece early on and provide an on the record statement that
>>>>>> doesn't directly address any one specific exchange.
>>>>>>>>
>>>>>> We can also hold on doing anything to see if they come
>>>>>> back to us and let us know who they've been talking to.
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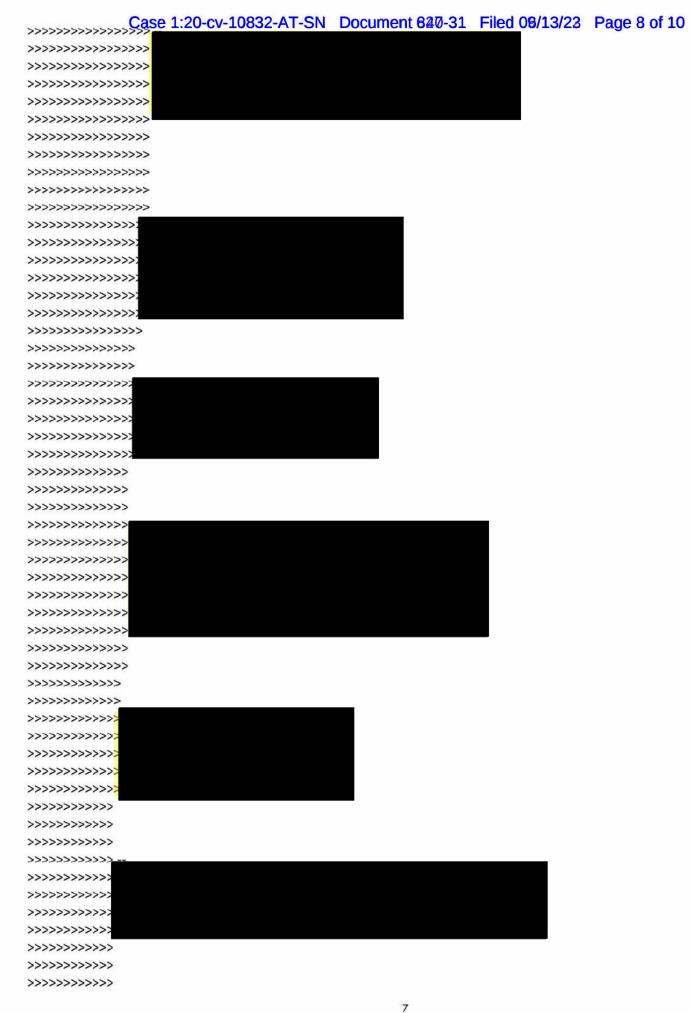
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